

**Great negotiators are not born that way. They are trained.**

## **Negotiation Training Luncheon Session (45 minutes)**

### **About the presentation**

In 2000 a young 18-year-old Californian baseball player named Matt Harrington was drafted in the Major Leagues by the Colorado Rockies with great fanfare. Despite being tagged as a once-in-a-generation pitching phenom and remaining injury-free, he never threw a single pitch for the Rockies (or any other team in the league) despite being redrafted numerous times through 2005.

What should have potentially been a long, illustrious, and enriching professional sports career turned out to be a job working at a local Costco. This was not due to bad luck or unforeseen circumstances but the result of an abject failure in understanding and properly negotiating.

Negotiations is a critical skill yet very few executives and entrepreneurs are formally trained or even comprehend the basics. This is due to a mistaken belief that negotiating is a natural skill. Great negotiators are not born that way. They are trained.

Negotiation expert Georges Levesque will speak of the value of becoming a skilled negotiator, explain basic terminology, overview the 'Negotiation Framework', teach the top dos and don'ts, as well as provide some practical tips such as how best to buy a car and a home. Attendees will walk away with useful and relevant content that can beneficially be applied immediately.

Q & A will follow.

### **Additional details:**

- During lunchtime in your location (12h00pm or 12h15pm)
- 45 minutes total (including Q&A)
- Educational and practical
- Virtual
- No limit of attendees
- No obligation for your organization or its members to commit to future bookings
- Limited availability

### **About the presenter**

Georges Levesque is a senior executive with EF Education First, the world's largest educational organization with over 52,000 employees in 114 countries as well as President of Levesque Negotiation, a negotiation training firm.

Georges is also an entrepreneur, professional speaker, and proud supporter of small businesses. Trained in advanced negotiations and business strategy at both the MIT School of Entrepreneurship and the Harvard Business School, he is a former board member of Entrepreneurs Organization (EO) and has traveled to over 100 countries.

A business graduate of Carleton University in Ottawa, Canada, Georges currently resides in Montreal & Boston with his wife Paulina and 3 children.



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